SAN MATEO COUNTY
EVENTCENTER
ON THE SAN FRANCISCO PENINSULA

Memo

To: Board of Directors
Dana Stoehr, CEO
Kletra Newton, COO
Charlene King, CAO

From: David Alves, Controller

Re: 2019 Budget Highlights

Date: October 24, 2018

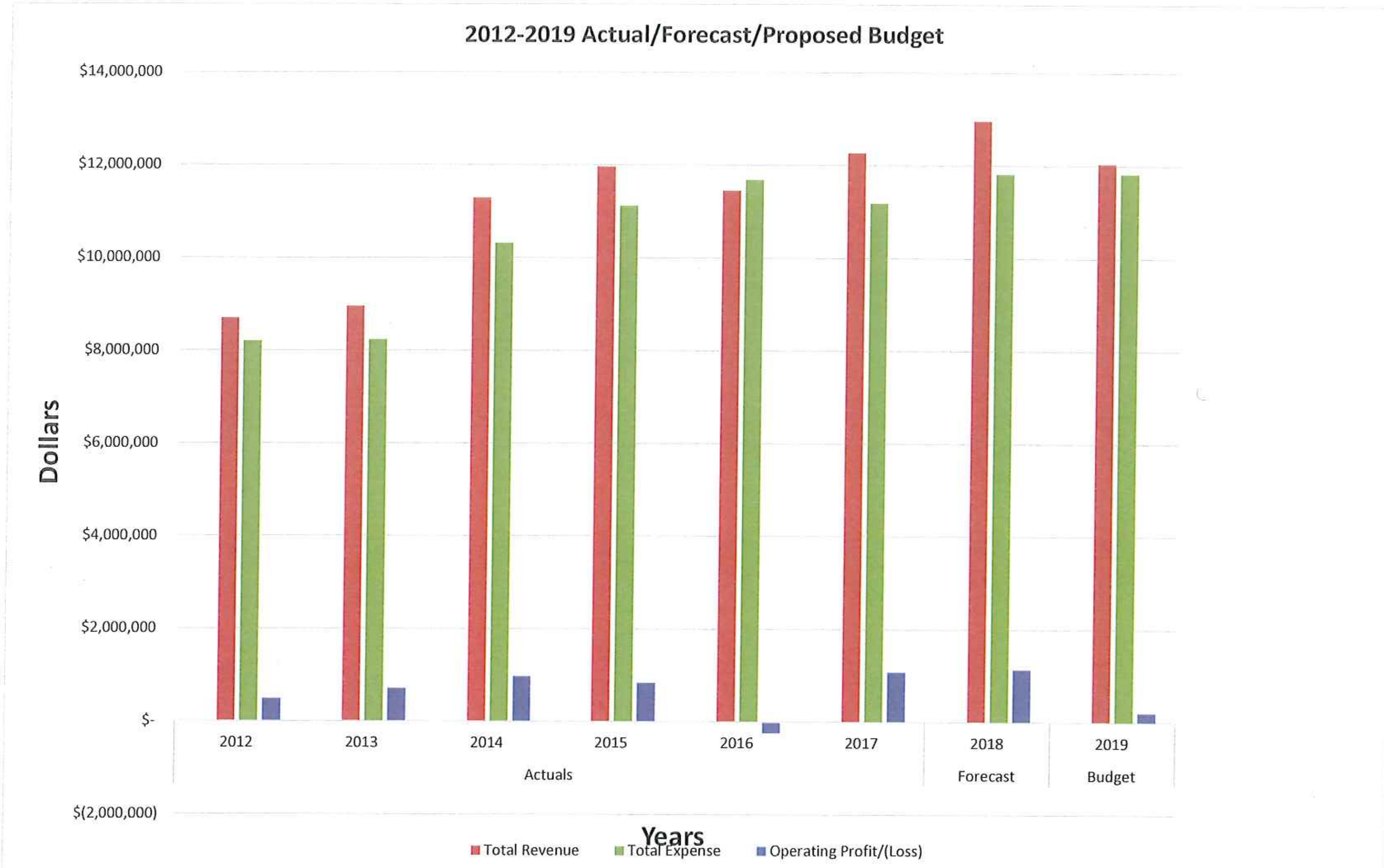
HIGHLIGHTS OF THE 2019 PROPOSED BUDGET

- Proposed budget is accurate to the best of our knowledge today.
- Revenue budget provides a 3.8% increase for Fair, a 3.4% decrease for Facilities, and an 8% decrease in Satellite Wagering based on recent year experience.
- Fair revenue categories were reviewed on a line item basis and there may be some fluctuation in the percentage increase by category.
- CTC revenue exceeds expenses by approximately $543K – this predominantly represents alcohol sales.
- Expense budget provides a 2.3% increase for Fair and a 4.8% increase for Facilities. We will be working with Jim Fetter on ways to control SWF expenses given that revenues have been decreasing over the last few years.
- Budget includes one new position in the Maintenance department.

Creative Touch CATERING & FOOD SERVICES San Mateo County Fair Jockey Club
2495 S. Delaware, San Mateo, CA 94403 | (650) 574-3247 | www.smcec.co

San Mateo County Event Center
2012-2017 Actuals, 2018 Forecast, and 2019 Proposed Budget

	Actuals						Forecast	Proposed Budget
	2012	2013	2014	2015	2016	2017	2018	2019
Total Revenue	$ 8,694,423	$ 8,952,015	$ 11,286,527	$ 11,963,610	$ 11,450,271	$ 12,273,519	$ 12,961,626	$ 12,047,200
Total Expense	$ 8,205,154	$ 8,237,015	$ 10,313,134	$ 11,125,145	$ 11,689,163	$ 11,188,615	$ 11,820,447	$ 11,833,200
Operating Profit/(Loss)	$ 489,269	$ 715,000	$ 973,393	$ 838,465	$ (238,892)	$ 1,084,904	$ 1,141,180	$ 214,000



San Mateo County Event Center

Summary of Operations

	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
OPERATING REVENUES:					
Fair Admissions to Grounds	815,776	704,845	766,500	851,892	880,000
Fair Commercial Space	121,403	94,528	121,500	122,415	125,000
Fair Carnival	260,902	280,194	300,000	283,145	298,000
Fair Concessions	233,752	317,824	250,000	344,563	355,000
Fair Exhibits	55,335	64,941	65,000	56,334	58,500
Miscellaneous Fair	416,825	461,717	478,000	476,714	500,000
Food Service	2,493,377	3,289,562	2,470,000	2,885,695	2,277,500
Satellite Wagering	2,769,624	2,729,588	2,390,000	2,576,548	2,370,400
Facility Rental Revenue	4,226,483	4,213,958	4,369,700	5,250,923	5,072,800
Prior Year Revenue Adjustments	(26,246)	42,841	0	0	0
Other Operating Revenue	83,042	73,521	74,600	113,398	110,000
TOTAL OPERATING REVENUES	11,450,271	12,273,519	11,285,300	12,961,626	12,047,200
OPERATING EXPENDITURES:					
Administration	2,295,193	2,020,480	1,857,800	1,903,677	2,016,100
Maintenance & General Operations	2,313,495	2,352,824	2,275,000	2,366,619	2,496,400
Fair Administration & Marketing	609,672	721,166	681,500	708,127	720,100
Fair Attendance Operations	338,642	335,735	397,500	299,413	305,300
Miscellaneous Fair	141,568	120,401	134,000	127,208	135,000
Fair Premiums / Awards	55,848	55,134	62,300	55,932	57,900
Fair Exhibits	251,332	197,953	235,700	218,780	219,200
Fair Entertainment	592,015	592,671	663,300	650,113	669,400
Facility Rental Expenses	1,097,407	1,337,933	1,324,500	1,621,897	1,700,200
Food Service	2,212,912	1,920,372	1,789,000	1,786,512	1,734,300
Satellite Wagering	1,514,561	1,505,069	1,464,600	1,478,180	1,551,800
Equipment and Improvements	194,397	52,716	40,000	603,989	227,500
Prior Year Expense Adjustments	72,965	(25,597)	0	0	0
Cash (over/under)	(842)	1,501	0	0	0
Other Operating Expense	0	257	0	0	0
TOTAL OPERATING EXPENDITURES	11,689,163	11,188,615	10,925,200	11,820,447	11,833,200
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION	(238,892)	1,084,904	360,100	1,141,180	214,000

Budget Detail						
Acct	Account	Actual	Actual	Budget	Estimated	Proposed
No	Name	2016	2017	2018	2018	2019
	Revenues					
410.000	**Fair Admissions Revenue:**					
	Regular Fair Admissions	$ 632,860	$ 564,505	$ 595,000	$ 658,274	$ 678,000
	Advance Admission Sales	$ 93,147	$ 95,410	$ 100,000	$ 79,079	$ 83,000
	Discount Admission Sales	$ 57,629	$ -	$ 25,000	$ 50,744	$ 53,000
	Participant Tickets	$ 1,010	$ 40	$ -	$ 790	$ -
	Concert Tickets	$ 30,630	$ 44,540	$ 46,500	$ 63,005	$ 66,000
	Parties/Picnics for Public	$ 500	$ 350	$ -		$ -
	Total:	**$ 815,776**	**$ 704,845**	**$ 766,500**	**$ 851,892**	**$ 880,000**
415.000	**Fair Commercial Space Rental**					
	Inside Space Rental	$ 77,918	$ 66,853	$ 80,000	$ 78,625	$ 79,000
	Outside Space Rental	$ 41,465	$ 26,175	$ 40,000	$ 43,790	$ 46,000
	Special Days Booth Rental	$ 2,020	$ 1,500	$ 1,500	$ -	$ -
	Total:	**$ 121,403**	**$ 94,528**	**$ 121,500**	**$ 122,415**	**$ 125,000**
420.000	**Fair Concessions Revenue**					
	Carnival Revenue	$ 239,137	$ 267,382	$ 280,000	$ 217,205	$ 229,000
	Carnival - Pre Sale	$ 21,765	$ 12,812	$ 20,000	$ 65,940	$ 69,000
	Food Concessions	$ 233,752	$ 317,824	$ 250,000	$ 344,563	$ 355,000
	Total:	**$ 494,653**	**$ 598,018**	**$ 550,000**	**$ 627,708**	**$ 653,000**
430.000	**Fair Exhibits Revenue**					
	Entry Fees	$ 34,515	$ 31,904	$ 33,000	$ 33,556	$ 35,000
	Horse Show Entries	$ 639	$ 1,305	$ 1,000	$ 1,000	$ 1,000
	Horse Show Lab Testing Fees	$ -	$ 44	$ -	$ -	$ -
	Sponsored & Donated Awards	$ 13,236	$ 21,050	$ 20,000	$ 10,558	$ 11,000
	Art Show Sales	$ 5,915	$ 7,768	$ 7,000	$ 8,315	$ 8,700
	Literary Arts - Anthology Book Sales	$ 40	$ -	$ 1,000	$ -	$ -
	Entry Processing Fees	$ 444	$ -	$ -	$ -	$ -
	Lock Sales - Livestock	$ 144	$ -	$ -	$ 245	$ -
	Livestock Insurance	$ 402	$ 2,870	$ 3,000	$ 2,660	$ 2,800
	Total:	**$ 55,335**	**$ 64,941**	**$ 65,000**	**$ 56,334**	**$ 58,500**
470.000	**Miscellaneous Fair Revenue**					
	Parking	$ 210,919	$ 225,228	$ 230,000	$ 214,325	$ 225,000
	Utility Fee Reimbursement	$ 4,515	$ 6,900	$ 7,000	$ 7,450	$ 7,800
	Permits & Insurance	$ 4,905	$ 5,184	$ 5,000	$ 6,389	$ 6,700
	RV Parking/Camping	$ 8,675	$ 17,750	$ 19,000	$ 20,310	$ 21,300
	Other - Ticket Fees	$ 3,531	$ 17,880	$ 19,000	$ 30,654	$ 32,000
	Merchandise Store	$ -	$ -	$ -	$ -	$ -
	Sponsorships	$ 184,280	$ 188,775	$ 198,000	$ 197,586	$ 207,200
	Total:	**$ 416,825**	**$ 461,717**	**$ 478,000**	**$ 476,714**	**$ 500,000**
440.000	**F&B - Food Service**					
	Food & Beverage Concessions	$ 688,345	$ 618,460	$ 600,000	$ 533,392	$ 517,800
	Food & Beverage - Jockey Club	$ 430,975	$ 402,915	$ 400,000	$ 396,089	$ 400,000
	Food & Beverage - Alcohol	$ 280,332	$ 193,026	$ 200,000	$ 174,220	$ 170,000
	Vending Machines	$ 11,353	$ 9,352	$ 8,000	$ 13,944	$ 12,000
	Sub Contractors	$ 165,042	$ 349,104	$ 231,000	$ 329,828	$ 300,000
	Catering - including all fees	$ 866,499	$ 1,427,721	$ 1,000,000	$ 1,331,948	$ 776,700
	Buy Outs	$ 41,691	$ 151,206	$ 30,000	$ 104,685	$ 100,000
	Other Income	$ 9,141	$ 137,778	$ 1,000	$ 1,590	$ 1,000
	Total:	**$ 2,493,377**	**$ 3,289,562**	**$ 2,470,000**	**$ 2,885,695**	**$ 2,277,500**
459.000	**Satellite Wagering Facility:**					
	Admissions	$ 517,937	$ 481,376	$ 396,000	$ 437,119	$ 395,000
	Track Commissions	$ 1,115,542	$ 1,043,736	$ 864,000	$ 1,006,577	$ 905,000
	ADW Fees	$ 677,310	$ 742,495	$ 730,000	$ 721,358	$ 700,000
	Publication Sales	$ 306,475	$ 304,550	$ 260,000	$ 292,026	$ 263,000
	Novelties & Souvenirs	$ 479	$ 497	$ -	$ 446	$ 400
	ComCheck/ATM/Lottery	$ 151,881	$ 156,934	$ 140,000	$ 119,022	$ 107,000
	Total:	**$ 2,769,624**	**$ 2,729,588**	**$ 2,390,000**	**$ 2,576,548**	**$ 2,370,400**

Budget Detail						
Acct No	Account Name	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
480.000	**Rental Revenue - Non Fair**					
	Rental of Buildings	$ 1,590,299	$ 1,550,517	$ 1,650,000	$ 1,917,845	$ 1,711,600
	Equipment Rental	$ 160,113	$ 131,189	$ 180,000	$ 169,601	$ 198,000
	Concession Revenue	$ 2,135	$ -	$ -	$ -	$ -
	Parking Revenue	$ 1,218,351	$ 1,171,552	$ 1,350,000	$ 1,348,710	$ 1,394,700
	RV Parking - Camping	$ 156,638	$ 124,248	$ 105,000	$ 126,885	$ 100,000
	Monthly Parking Contracts	$ 379,135	$ 426,527	$ 420,000	$ 590,460	$ 738,000
	Recovered Expenses	$ 6,299		$ 6,000	$ 7,385	$ 19,000
	Labor	$ 384,283	$ 414,653	$ 378,000	$ 517,299	$ 312,800
	Utilities	$ -	$ 52,843	$ 19,000	$ 64,355	$ 44,000
	Trash	$ 12,891	$ 18,264	$ 4,000	$ 30,200	$ 30,000
	Damages	$ 2,950	$ -	$ 500	$ 14,525	$ 14,000
	Equipment	$ 26,829	$ 41,974	$ 13,500	$ 20,735	$ 20,000
	Security	$ 83,568	$ 90,164	$ 63,000	$ 242,303	$ 310,000
	Miscellaneous Charges - Commissions	$ 15		$ -	$ -	$ -
	Electrical	$ 52,377	$ 63,913	$ 46,500	$ 81,143	$ 74,100
	Internet Fees	$ 44,165	$ 10,138	$ 21,500	$ 4,815	$ 20,000
	Fire Department Fees	$ 27,904	$ 39,949	$ 30,000	$ 38,775	$ -
	Business License Fees	$ 17,523	$ 15,260	$ 16,000	$ 10,140	$ 17,300
	CFSA Insurance	$ 2,756	$ 2,255	$ 2,500	$ 3,530	$ -
	EMT Fees	$ 34,100	$ 37,995	$ 40,700	$ 41,393	$ 46,100
	ATM Fees	$ 24,153	$ 22,506	$ 23,500	$ 20,829	$ 23,200
	Miscellaneous Fees	$ -	$ 11	$ -		
	Total:	**$ 4,226,483**	**$ 4,213,958**	**$ 4,369,700**	**$ 5,250,923**	**$ 5,072,800**
490.000	**Prior Year Revenue Adjustment**	$ (26,246)	$ 42,841	$ -	$ -	$ -
495.000	**Other Operating Revenue**					
	Interest Earnings	$ 26,313	$ 14,466	$ 12,600	$ 37,730	$ 50,000
	Sponsorships - Non Fair	$ -	$ -	$ -	$ -	$ -
	Other	$ 2,025	$ 1,635	$ 2,000	$ 17,990	$ 2,000
	Cell Phone Tower Commission	$ 54,703	$ 57,420	$ 60,000	$ 57,678	$ 58,000
	Total:	**$ 83,042**	**$ 73,521**	**$ 74,600**	**$ 113,398**	**$ 110,000**
	Total Revenue:	**$ 11,450,271**	**$ 12,273,519**	**$ 11,285,300**	**$ 12,961,626**	**$ 12,047,200**

Budget Detail

Acct No	Account Name	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
	Expenses					
500.000	**Administration:**					
	Salaries & Wages - Full Time	$ 1,182,641	$ 933,090	$ 863,000	$ 900,908	$ 918,000
	Salaries & Wages - Part Time	$ 2,016	$ 1,548	$ 5,000	$ 2,775	$ 26,000
	Salaries & Wages - Overtime	$ 11,060	$ 18,222	$ 15,000	$ 20,049	$ 20,000
	Payroll - Outside Agency	$ 94,858	$ 16,545	$ -	$ -	$ -
	Compensated Absences Expense	$ (49,847)	$ (2,747)	$ 40,000	$ -	$ 95,800
	Employee Benefits	$ 251,017	$ 170,683	$ 162,000	$ 174,839	$ 186,000
	Payroll Taxes	$ 78,788	$ 65,499	$ 68,000	$ 70,665	$ 76,700
	Workers Compensation	$ 53,845	$ 57,033	$ 54,000	$ 55,424	$ 57,800
	Professional Services	$ 92,378	$ 239,188	$ 126,500	$ 162,146	$ 115,000
	Meeting Expenses	$ 174	$ 6,116	$ 5,000	$ 5,304	$ 5,500
	Traveling/Training	$ 41,204	$ 35,319	$ 25,000	$ 54,597	$ 46,000
	Administration - Supplies & Expense	$ 155,532	$ 86,159	$ 92,000	$ 93,672	$ 96,500
	Telephone & Postage	$ 121,948	$ 99,999	$ 120,000	$ 91,092	$ 93,800
	Dues & Subscriptions	$ 19,579	$ 15,727	$ 20,000	$ 20,601	$ 21,200
	Insurance	$ 102,043	$ 113,085	$ 120,000	$ 138,492	$ 142,700
	Other Expenses	$ 3,460	$ 1,085	$ -		$ -
	Bank Fees	$ 13,914	$ 9,402	$ 12,000	$ 5,061	$ 5,200
	Payroll Fees	$ 10,655	$ 12,949	$ 24,000	$ 28,254	$ 29,100
	Finance Charges	$ 27	$ 1,460	$ 1,500	$ -	$ -
	Merchant Acceptance Card Fees	$ 43,377	$ 35,060	$ 34,000	$ 21,515	$ 22,200
	Unemployment Insurance	$ 35,258	$ 76,569	$ 50,000	$ 34,684	$ 35,000
	Audit Expense	$ 30,624	$ 27,323	$ 20,800	$ 23,600	$ 23,600
	Current Year Bad Debt Expense	$ 642	$ 1,166	$ -	$ -	$ -
	Total:	**$ 2,295,193**	**$ 2,020,480**	**$ 1,857,800**	**$ 1,903,677**	**$ 2,016,100**
520.000	**Maintenance & General Operations**					
	Salaries & Wages - Full Time	$ 840,999	$ 975,882	$ 1,045,000	$ 1,016,879	$ 1,147,000
	Salaries & Wages - Part Time	$ -	$ -	$ 2,000	$ -	$ 2,000
	Salaries & Wages - Overtime	$ 48,368	$ 38,989	$ 30,000	$ 46,298	$ 45,000
	Payroll Outside Agency	$ 5,884	$ -	$ -		$ -
	Employee Benefits	$ 264,863	$ 275,754	$ 262,000	$ 263,979	$ 300,000
	Payroll Taxes	$ 67,741	$ 77,594	$ 82,000	$ 81,333	$ 96,000
	Workers Compensation Insurance	$ 41,482	$ 59,559	$ 62,500	$ 63,791	$ 71,600
	Professional Services	$ 46,222	$ 93,038	$ 68,000	$ 131,905	$ 135,000
	Maintenance - Admin Expenses	$ 6,561	$ 7,241	$ 7,500	$ 8,477	$ 8,500
	Rent - Equipment	$ 8,318	$ 5,254	$ 4,000	$ 8,057	$ 8,300
	Temporary Electrical	$ 258	$ -	$ -	$ -	$ -
	Utilities	$ 390,249	$ 415,672	$ 400,000	$ 390,444	$ 402,000
	Equipment Repairs & Maintenance	$ 66,757	$ 49,282	$ 45,000	$ 68,194	$ 70,000
	Facilities Maintenance - Supplies & Exp.	$ 126,066	$ 123,334	$ 120,000	$ 127,861	$ 132,000
	Trash Removal	$ 71,850	$ 83,084	$ 72,000	$ 76,596	$ 79,000
	Special Repairs	$ 327,877	$ 148,141	$ 75,000	$ 82,805	$ -
	Total:	**$ 2,313,495**	**$ 2,352,824**	**$ 2,275,000**	**$ 2,366,619**	**$ 2,496,400**
540.000	**Fair Administration & Marketing**					
	Salaries & Wages - Full Time	$ 85,102	$ 168,129	$ 193,000	$ 192,409	$ 176,200
	Salaries & Wages - Part Time	$ 55,823	$ 11,352	$ 7,500	$ 5,265	$ 11,500
	Salaries & Wages - Overtime	$ 4,774	$ 9,284	$ 7,500	$ 13,151	$ 10,000
	Employee Benefits	$ 25,580	$ 41,557	$ 35,000	$ 24,467	$ 37,200
	Payroll Taxes	$ 10,514	$ 14,434	$ 14,000	$ 16,128	$ 16,300
	Workers Compensation Insurance	$ 6,693	$ 10,652	$ 10,000	$ 12,650	$ 11,800
	Professional Services - Fair	$ 77,200	$ 132,107	$ 95,000	$ 163,785	$ 163,700
	Supplies & Expense	$ 9,457	$ 7,290	$ 12,000	$ 11,633	$ 12,000
	Advertising - Fair	$ 233,130	$ 209,486	$ 257,000	$ 225,840	$ 232,600
	Travel - Training	$ 4,309	$ 5,260	$ 5,500	$ -	$ -
	Promotional	$ 8,952	$ 843	$ 1,000	$ 5,752	$ 5,900
	Public Relations	$ 30,039	$ 36,162	$ 7,000	$ 16,187	$ 16,700
	Pre Fair Events	$ 11,783	$ 26,163	$ -	$ -	$ -
	Sponsorship	$ 56,316	$ 58,447	$ 47,000	$ 30,860	$ 36,200
	Credit for Promotional Expense	$ (10,000)	$ (10,000)	$ (10,000)	$ (10,000)	$ (10,000)
	Total:	**$ 609,672**	**$ 721,166**	**$ 681,500**	**$ 708,127**	**$ 720,100**

Budget Detail

Acct No	Account Name	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
560.000	**Fair Attendance Operations**					
	Salaries & Wages - Full Time	$ -	$ -	$ -	$ -	$ -
	Salaries & Wages - Part Time	$ 44,534	$ 42,848	$ 47,000	$ 34,988	$ 39,000
	Employee Benefits	$ -	$ -	$ -	$ -	$ -
	Payroll Taxes	$ 3,261	$ 3,278	$ 4,000	$ 2,710	$ 4,400
	Workers Compensation Insurance	$ -	$ 750	$ 3,000	$ -	$ 2,400
	Professional Services - Contract	$ 192,184	$ 200,500	$ 262,000	$ 155,692	$ 155,000
	Supplies & Expense	$ 82,703	$ 78,981	$ 72,000	$ 94,882	$ 92,700
	Other	$ 9,404	$ 988	$ 1,000	$ 717	$ 1,000
	Fair Decorations - General	$ 6,555	$ 8,390	$ 8,500	$ 10,424	$ 10,800
	Total:	**$ 338,642**	**$ 335,735**	**$ 397,500**	**$ 299,413**	**$ 305,300**
570.000	**Miscellaneous Fair Expense**					
	Parking Lot - Salaries & Wages	$ 21,356	$ 20,073	$ 21,000	$ 19,980	$ 21,000
	Payroll Taxes, WC, Benefits	$ 2,727	$ 1,567	$ 3,000	$ -	$ 1,800
	Program Expense	$ 7,259	$ -	$ 7,000	$ 1,550	$ 1,600
	Utility Fees	$ 33,946	$ 33,407	$ 34,000	$ 31,541	$ 34,000
	Permits & Insurance	$ 17,132	$ (441)	$ 6,000	$ 7,472	$ 7,700
	Merchant Card Acceptance Fees	$ 856	$ 15,815	$ 10,000	$ 16,897	$ 17,400
	Commercial & Concession Expense					
	Tent & Booth Rental	$ 32,496	$ 27,106	$ 30,000	$ 30,518	$ 31,500
	Wages	$ -		$ -	$ -	$ -
	Pro Services	$ 25,796	$ 22,874	$ 23,000	$ 19,250	$ 20,000
	Total:	**$ 141,568**	**$ 120,401**	**$ 134,000**	**$ 127,208**	**$ 135,000**
580.000	**Fair Premium Expense (Prizes)**					
	Cash Awards	$ 50,004	$ 44,685	$ 52,000	$ 49,406	$ 51,000
	Trophies, medals & ribbons	$ 5,844	$ 8,821	$ 8,600	$ 4,678	$ 5,000
	Sponsored Cash Awards	$ -	$ -	$ -	$ -	$ -
	Sponsored trophies, medals & ribbons	$ -	$ 1,628	$ 1,700	$ 1,848	$ 1,900
	Total:	**$ 55,848**	**$ 55,134**	**$ 62,300**	**$ 55,932**	**$ 57,900**
630.000	**Fair Exhibits (Competitive)**					
	Wages - Full Time	$ -	$ 1,056	$ -	$ -	$ -
	Wages - Part Time	$ 77,246	$ 60,035	$ 75,000	$ 88,110	$ 83,900
	Employee Benefits	$ -	$ 160	$ -	$ 690	$ -
	Payroll Taxes	$ 5,990	$ 4,783	$ 6,000	$ 6,740	$ 8,600
	Workers Compensation	$ 2,392	$ 3,466	$ 4,500	$ 5,287	$ 5,000
	Judges	$ 13,184	$ 12,738	$ 13,500	$ 21,221	$ 21,900
	Professional Services	$ 50,903	$ 59,666	$ 66,000	$ 50,732	$ 52,300
	Supplies & Expense	$ 25,996	$ 25,477	$ 26,000	$ 22,769	$ 23,500
	Tent & Booth Rental	$ 37,315	$ 21,665	$ 27,000	$ 10,000	$ 10,300
	Decorations	$ 24,034	$ 2,091	$ 3,000	$ -	$ -
	Exhibit Guidebook	$ 8,431	$ -	$ 8,500	$ 6,502	$ 6,700
	Other	$ 332	$ 114	$ 200	$ 27	$ 100
	Art Show - Payment to Seller	$ 4,441	$ 5,652	$ 6,000	$ 6,702	$ 6,900
	Investment in Durable Goods - Special	$ 1,068	$ 1,050	$ -	$ -	$ -
	Total:	**$ 251,332**	**$ 197,953**	**$ 235,700**	**$ 218,780**	**$ 219,200**
660.000	**Fair Entertainment**					
	Salaries & Wages	$ 16,340	$ 15,259	$ 16,000	$ 17,599	$ 16,200
	Benefits	$ 5,284	$ 4,757	$ 5,000	$ 4,140	$ 5,000
	Payroll Taxes	$ 1,331	$ 1,286	$ 1,300	$ 1,242	$ 1,300
	Workers Compensation Insurance	$ -	$ -	$ 1,000	$ -	$ 1,000
	Professional Services	$ 156,500	$ 136,161	$ 140,000	$ 143,025	$ 147,000
	Supplies & Expense	$ 17,343	$ 28,515	$ 30,000	$ 17,842	$ 18,500
	Grounds Acts & Entertainment	$ 173,413	$ 163,698	$ 170,000	$ 200,875	$ 206,900
	Grandstand Entertainment	$ 220,895	$ 242,995	$ 300,000	$ 265,390	$ 273,500
	Other	$ 909		$ -		$ -
	Total:	**$ 592,015**	**$ 592,671**	**$ 663,300**	**$ 650,113**	**$ 669,400**

Budget Detail

Acct No	Account Name	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
590.000	**Facility Rental Expense**					
	Salaries & Wages - Full Time	$ 357,466	$ 393,614	$ 475,000	$ 566,985	$ 674,700
	Salaries & Wages - Part Time	$ 141,547	$ 14,192	$ 172,000	$ -	$ 23,000
	Salaries & Wages - OT	$ -	$ 20,800	$ -	$ 35,813	$ 35,000
	Employee Benefits	$ 73,110	$ 95,983	$ 75,000	$ 114,761	$ 106,000
	Payroll Taxes	$ 37,150	$ 47,755	$ 50,000	$ 46,114	$ 80,500
	Workers Compensation Insurance	$ 23,245	$ 38,281	$ 39,000	$ 36,168	$ 56,600
	Professional Services	$ 173,167	$ 7,225	$ 22,500	$ 46,943	$ 26,800
	Payroll Outside Agency	$ 715	$ -	$ -	$ 330	$ -
	Employee Meals	$ -	$ 531	$ -	$ 2,268	$ 2,300
	Supplies & Expense	$ 9,465	$ 9,412	$ 25,000	$ 23,575	$ 25,000
	Merchant Acceptance Fees	$ -	$ 19,456	$ -	$ 19,334	$ 20,000
	Other	$ 2,891	$ 3,983	$ 1,500	$ 1,004	$ 1,500
	Outside Services	$ 500		$ -	$ -	$ -
	Equipment Rent	$ 49,112	$ 60,143	$ 45,000	$ 32,700	$ 33,700
	Security/Law Enforcement	$ 98,016	$ 90,282	$ 90,000	$ 174,906	$ 148,000
	Insurance	$ 2,560	$ 2,190	$ 3,500	$ 2,010	$ 2,500
	Fire Department Fees	$ 36,098	$ 30,708	$ 33,000	$ 25,203	$ -
	Business License Fees	$ 19,465	$ 16,012	$ 16,500	$ 12,760	$ 13,500
	EMT Services	$ 21,472	$ 20,820	$ 22,500	$ 23,988	$ 24,700
	Other Outside Services (Janitorial)	$ 29,445	$ 150,818	$ 185,000	$ 177,197	$ 150,000
	IT Installation/Support	$ -	$ 21,988	$ -	$ 18,615	$ 19,000
	Parking Wages	$ -	$ 190,009	$ -	$ 197,100	$ 198,000
	Parking Equipment & Other	$ 14,783	$ 57,322	$ 31,000	$ 41,384	$ 35,900
	Marketing & Advertising	$ 7,200	$ 46,409	$ 38,000	$ 22,742	$ 23,500
	Total:	**$ 1,097,407**	**$ 1,337,933**	**$ 1,324,500**	**$ 1,621,897**	**$ 1,700,200**
640.000	**F&B - Food Service**					
	Salaries & Wages - Full Time	$ 315,076	$ 375,718	$ 477,000	$ 464,869	$ 405,400
	Wages - Part Time	$ 462,747	$ 224,924	$ 110,000	$ 120,819	$ 106,200
	Wages - Overtime	$ 53,293	$ 33,828	$ 25,000	$ 44,481	$ 45,800
	Payroll - Outside Agency	$ 217,149	$ 229,181	$ 150,000	$ 157,903	$ 113,900
	Employee Benefits	$ 95,444	$ 86,690	$ 80,000	$ 57,018	$ 76,500
	Payroll Taxes	$ 63,696	$ 48,917	$ 45,000	$ 48,208	$ 48,500
	Workers Compensation Insurance	$ 40,132	$ 37,952	$ 35,000	$ 37,810	$ 33,500
	Professional Services	$ 16,414	$ 54,513	$ 13,000	$ 12,687	$ 13,000
	Product - Concessions	$ 263,993	$ 222,238	$ 300,000	$ 222,179	$ 270,200
	Product - Jockey Club	$ 155,357	$ 115,616	$ 130,000	$ 107,664	$ 111,000
	Product - Catering	$ 182,241	$ 252,264	$ 175,000	$ 249,570	$ 239,000
	Product - Coffee Shop	$ 12,937	$ -	$ -	$ -	$ -
	Supplies - Direct - Ice co2	$ 12,998	$ 15,833	$ 16,500	$ 21,671	$ 22,300
	Supplies - Paper/Cleaning	$ 77,048	$ 56,547	$ 77,000	$ 52,157	$ 53,700
	Supplies - All Other	$ 45,088	$ 65,119	$ 55,000	$ 71,046	$ 73,200
	Equipment/Uniforms	$ 98,151	$ 56,132	$ 50,000	$ 68,862	$ 71,000
	Advertising/Meals/Travel	$ 54,518	$ 16,722	$ 17,500	$ 13,664	$ 14,100
	Equipment - Small wares	$ 45,602	$ 22,336	$ 20,000	$ 31,536	$ 32,500
	Miscellaneous - Subcontractors	$ 1,026	$ 5,842	$ 13,000	$ 4,370	$ 4,500
	Cash Over/short	$ -	$ -	$ -	$ -	$ -
	Total	**$ 2,212,912**	**$ 1,920,372**	**$ 1,789,000**	**$ 1,786,512**	**$ 1,734,300**
659.000	**Satellite Wagering Facility**					
	Labor Costs	$ 670,074	$ 703,617	$ 675,000	$ 719,417	$ 742,200
	Employee Benefits	$ 184,536	$ 188,555	$ 182,000	$ 181,437	$ 214,600
	Payroll Taxes	$ 51,397	$ 54,430	$ 52,000	$ 55,035	$ 62,400
	Workers Compensation	$ 32,823	$ 42,593	$ 40,500	$ 43,165	$ 44,500
	Travel, Training, Entertainment	$ 35	$ -	$ -	$ 1,060	$ 1,000
	Professional Services	$ 50,819	$ 7,299	$ 6,500	$ 7,131	$ 7,500
	Publicity & Marketing	$ 42,391	$ 37,338	$ 35,000	$ 24,608	$ 15,000
	Supplies & Expense - General	$ 37,229	$ 32,921	$ 35,000	$ 31,496	$ 30,000
	Supplies & Expense - Forms	$ 280,001	$ 270,067	$ 270,000	$ 261,381	$ 270,000
	Supplies & Expense - Lottery	$ 109,775	$ 111,680	$ 100,000	$ 93,086	$ 96,000
	Supplies & Expense - Utilities	$ 33,600	$ 33,996	$ 34,000	$ 34,000	$ 34,000
	Supplies & Expense - CHRB/CARF	$ 8,316	$ 22,040	$ 21,600	$ 21,740	$ 21,600

Budget Detail						
Acct No	Account Name	Actual 2016	Actual 2017	Budget 2018	Estimated 2018	Proposed 2019
	Miscellaneous	$ 1,371	$ 533	$ 1,000	$ 579	$ 1,000
	Uniforms	$ -	$ -		$ 659	$ 500
	Repairs/Special Projects	$ -	$ -		$ 3,387	$ 3,500
	Prior Year Expenditure/Cash +/-	$ 73	$ -		$ -	$ -
	Equipment Replacement/Sinking Fund	$ 12,121	$ -	$ 12,000	$ -	$ 8,000
	Total:	**$ 1,514,561**	**$ 1,505,069**	**$ 1,464,600**	**$ 1,478,180**	**$ 1,551,800**
720.000	**Equipment & Improvements**					
	Equipment	$ 194,397	$ 52,716	$ 40,000	$ 603,989	$ 227,500
	Improvements - County Assets	$ -		$ -		$ -
	Total:	**$ 194,397**	**$ 52,716**	**$ 40,000**	**$ 603,989**	**$ 227,500**
800.000	**Prior Year Expense Adjustments**	**$ 72,965**	**$ (25,597)**	**$ -**	$ -	**$ -**
850.000	**Cash over/short**	**$ (842)**	**$ 1,501**	**$ -**	$ -	**$ -**
940.000	**Other Operating Expenses**	**$ -**	**$ 257**	**$ -**	$ -	**$ -**
	Total Operating Expenses:	**$ 11,689,163**	**$ 11,188,615**	**$ 10,925,200**	**$ 11,820,447**	**$ 11,833,200**
	Operating Profit/Loss	**$ (238,892)**	**$ 1,084,904**	**$ 360,100**	**$ 1,141,180**	**$ 214,000**